

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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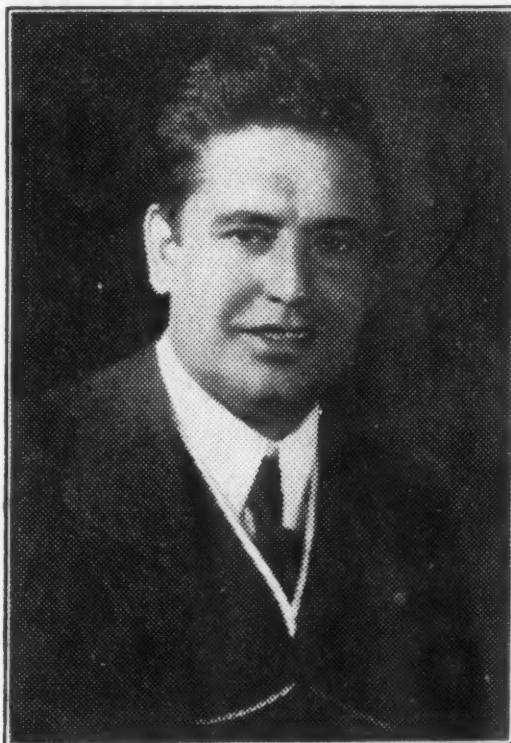
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The Publishers' Weekly

Concerning Best Sellers

In the report of Best Selling Books for May, in *Books of the Month*, 9 out of 57 titles were issued by GEORGE H. DORAN COMPANY, four being fiction and five general.

Nineteen publishers were represented, having an average of 3 titles each. DORAN had 9 and the next nearest publisher 7.

This report was made by 61 representative bookstores in 53 leading cities of the United States.

The titles of the 9 DORAN Best Sellers are:

Fiction

- | | |
|--------------------------------|-----------------------|
| THE SKY PILOT IN NO MAN'S LAND | Net \$1.50 |
| | Ralph Connor |
| LOVE STORIES | Mary Roberts Rinehart |
| | Net \$1.50 |
| THE SECRET CITY | Hugh Walpole |
| | Net \$1.60 |
| LILIES, WHITE AND RED | Frances Wilson Huard |
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General

- | | |
|---|----------------------------------|
| JOYCE KILMER, Poems, Essays and Letters | |
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| Net \$2.00 | Floyd Gibbons |
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| | 2 vols. Net \$5.00 |
| THE NEW REVELATION | Sir A. Conan Doyle |
| | Net \$1.00 |
| THE GRAND FLEET | Admiral Viscount Jellicoe |
| | Net \$6.00 |

Every bookseller likes to recommend a really good book. That is a genuine service, and like all genuine and honest things, it is excellent business. It shows a profit in the ledger. To put into a customer's hands a book which you know to be worth while and to have him or her come around a few days later and thank you for it—that is a superior kind of business. It makes the whole game of greater worth and deeper satisfaction. I find that booksellers do more of this than almost any other merchants. They are proud of the friends who rely on them for help. It is impossible to talk to booksellers for five minutes without discovering that the books they believe in are far more to them than so much paper and ink at a given price. No author today owes more to the belief and confidence of booksellers than MARY ROBERTS RINEHART. The Trade has liked her, has believed in the unlimited possibilities of her sales and the result is that today she is the most conspicuous example of a writer who has joined great popularity with excellence of work. DANGEROUS DAYS (which was published on July 1st) is without question Mrs. Rinehart's ablest novel. It is a book of great insight, of unmistakable power. From the very first announcement of its publication the interest in it has been remarkable in all parts of the country. Its audience is literally everywhere by the thousands. As a romance of American life in one of the most aroused periods of our history it is the outstanding novel of the season. Vigor, honesty and a quickened sensitiveness to the finer spiritual qualities of her characters stamp DANGEROUS DAYS for what it is—a stirring picture of the hearts and minds of men and women in their social and domestic relations. The dealer who doubles his normal sale of a Rinehart book with DANGEROUS DAYS will have the added satisfaction of knowing that beyond and above his increased earnings he has brought to men and women one of the finest types of American fiction—a great novel for great days.

Mark Hand

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 5, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Program of Postal Reform

THE aftermath of the war will keep Congress busy indeed. But the fact of divided political complexion for the executive and legislative branches of government should prevent waste of time on partisan legislation and afford opportunity for action, long deferred but greatly needed, on administrative questions of high importance. Among these is insistently that of postal reform.

We presented in December, 1917, the outlines of a postal program toward which nothing has been done by Congress, but which is now more desirable than ever. Instead of progress there has been retrogression as in the complication with the obnoxious zone system for second-class bulk matter of the discrimination between reading matter and advertisements. Also new regulations have been laid down by the postal authorities which still further restrict and cripple publishers and are further examples of fatuous red-tape.

Strong pressure has been brought upon Congress in favor of the abolition of the zone system for periodicals by the Publishers' Advisory Board, in which the Authors' League and like organizations are represented, and by the American Federation of Labor and by other bodies which have patriotic rather than business reasons for their action, but Representative Kitchin, while Chairman of the Ways and Means Committee, was able to block any change during the preceding Congress. With the extra session of the new Congress something should be accomplished, but we believe that publishers, instead of demanding a return to the old 1c. rate, should be prepared to accept some fair compromise, as on a flat rate of 2c. or a simplified and more moderate zone system if an absolutely flat rate does not meet congressional favor.

We repeat that progress should be made on the following lines: (1) A simple and fair adjustment of postal rates, whether on

flat rate or zone system. (2) Modification of the absurd restrictions on second-class matter, detrimental alike to economy and efficiency within the post office and business practice without. (3) The passage of the postal administration bill on lines suggested by the postal conference of 1878 and the successful copyright conferences, between publishers and other business men and Government officials, with a view ultimately to revising and pressing the postal administration bill at a later session. The postal administration bill is the measure which has been before Congress for about a decade and has passed both Senate and House, but at different sessions, so that it has not become a law. This provides for the re-organization of the post-office department on the lines of a business corporation, leaving the Postmaster General as a cabinet appointee of political complexion, by placing the practical conduct of the department in the hands of a non-political Director General, with heads of departments systematizing the functions of the present Assistant Postmaster Generals. The bill goes beyond this into minute administrative details which should perhaps be better left to the re-organized department to work out. Possibly a bill confined to the re-organization above indicated, unencumbered by details, could be pressed at the present or ensuing session.

We again suggest the following scheme, with its alternative, formulated for the most part on the lines of the present postal law and regulations:

Postage shall be paid on and after January 1, 1920, at the following rates:

On first-class matter comprising written communications: for letters except as otherwise specified, 2c.; on drop letters, delivered within the postal district or on rural free delivery routes of the post office of origin, 1c.; on postal cards issued by the Government and private mailing cards known as post cards, 1c.

On second-class matter, comprising periodicals entered as provided elsewhere, when sent from the office of publication, or to or from news agents, in bulk or as individually addressed:

(a) 1c. per pound within the postal district, city or county of publication; 2c. per pound to other parts of the country, or

(b) 2c. per pound, or

(c) 1c. per pound within the first and second zones, with a radius of 150 miles; 2c. per

pound within the third zone, with a radius of 300 miles; 3c. per pound within the fourth and fifth zones, with a radius of 1000 miles; and 4c. per pound within the sixth, seventh and eighth zones, with a radius exceeding 1000 miles.

On third-class matter, comprising printed matter, except as otherwise provided, 1c.

On fourth-class matter, comprising merchandise (inclusive of books and other printed matter, when marked "parcel post"), with the first and second zones 5c., or for books and periodicals 2c. for the first pound or fraction thereof and 1c. for each successive pound or fraction thereof; within the third zone 6c. for the first pound or fraction thereof and 2c. for each successive pound or fraction thereof; within the fourth zone 7c. for the first pound or fraction thereof and 4c. for each successive pound or fraction thereof; within the fifth zone 8c. for the first pound or fraction thereof and 6c. for each successive pound or fraction thereof; within the sixth zone 9c. for the first pound or fraction thereof and 8c. for each successive pound or fraction thereof; within the seventh zone 11c. for the first pound or fraction thereof and 10c. for each successive pound or fraction thereof; within the eighth zone 12c. for the first pound or fraction thereof and 12c. for each successive pound or fraction thereof.

This simplified schedule abolishes many of the present complications differentiating weeklies from monthlies as well as the little used 4c. rate and gives a library and book post especially useful for rural delivery at a rate of 2c. for the ordinary volume or periodical; otherwise the present rates for parcel post are continued. But it should be said that in a thoro revision of the postal laws the rates should be much reduced especially for distant zones, with a maximum of 8c. for the Pacific Coast. It is absurd indeed that the postal rates for merchandise within our own country should be higher than those for foreign countries within the Postal Union at a distance of thousands of miles.

The appointment of a Director, General of non-political character and the development of an administration of the post-office department on business lines would indeed have been a boon to the present administration and recent experience is the best proof of the necessity for early reform, which would save Congress and future administrations a world

of trouble and treat the business interests of the country and the body of citizenry using postal facilities with reason and justice.

YEARS ago, Mr. James L. Cowles, the apostle of parcel-post, emphasized the desirability of auto truck service on the rural free delivery routes—which has gradually come to pass. A specially valuable suggestion which he has also made may well have the attention of those interested in postal reform, i. e., that rural free delivery routes, perhaps extended in mileage, should be furnished each with two auto trucks, making the circuit in opposite direction, so that exchange could be made at the point of contact, saving much transportation mileage. If these trucks were furnished to take passengers also on these routes, usually far afield from other methods of transportation, as suggested by Mr. Cowles, this would be an interesting return to the old post coach system, and would provide a service of feeders for trolley and railroad lines that might do most useful service for the community.

THE prompt and favorable report of the Committee on Patents of the House submitting the Copyright Amendment Bill, should result in early passage of the amendment, which does justice to our alien friends, and lead to speedy action in the Senate.

Meantime, it is understood that the British government is pushing forward in the reciprocal direction, and that as soon as our proposed amendment becomes law, the British reciprocal action may be made effective. This is a consummation much to be wished, and it should clear the way for the more thoro revision of our copyright laws, which would enable our country to become, thru the International Copyright Union, a member of the family of nations.

The provisions in the treaty of peace, which cover questions of copyright, are as complicated in phraseology as is the treaty in general, and require careful consideration for their interpretation. We do not venture an interpretation until the revised text is published, but we hope that competent study on the part of authorities will translate the elaborate language into plain English and enable us to understand, in the southern phrase, "where we are at."

AMERICAN LIBRARIANS IN CONVENTION

Notable Discussions and New Plans at Asbury Park

Twelve hundred people interested in books and their circulation gathered in conference last week at Asbury Park, interested in putting books to their use whether it be on a Navy vessel in the China sea, in an embarkation camp at Brest, in a small town library, or the busiest government department,—a gathering of the American Librarians Association in annual convention, making reports on activities and outlines for new plans.

The American publisher must naturally watch these expanding outlets for books with the greatest interest, and the bookseller may take pride in his association with them in similar work for the spread of the use of the book.

The war work of the association has broadened the library field of activity at a dizzy rate. Two years ago without ready funds or previous government encouragement the A. L. A. offered to bring the book into its proper wartime usefulness. To-day they can report that 7,500,000 books have been put into this service, twice the number of volumes contained in the largest library in the world; \$5,250,000 have been collected for the work, and a working organization of 564 people has been built up. Over 2,500,000 books have been collected, prepared, and shipped for the overseas work alone, over 5,000,000 gift books gathered, and over 2,000,000 purchased from carefully prepared lists.

No one can better understand than the book-trade what labor this has meant. That the librarians have been able to supply the personnel for so tremendous an undertaking shows the vitality of the library organization.

An important expression of the government's recognition of the work done came at this meeting when both the Army and Navy were represented by chiefs of departments asking for continued co-operation from the librarians in carrying on the book distribution among the men. The Navy says: "Co-operation between the A. L. A. and the morale division must continue, all the books you have collected we want continued in service, we want your help and advice in selecting for continued new purchases and in standardizing our methods."

The Army expects to carry the library activities on into peace organization. It is asking Congress for a sufficient appropriation to cover recreational and educational needs, and is asking the librarians to help them meet this situation.

These continued activities are a notable gain for the country and open an important auxiliary field for book distribution which will have its very direct effect on publishing, as the readers in service will develop their special tastes and needs.

The vocational work that has developed in the war libraries and has, since the armistice, become a predominating feature, is spreading

from overseas camp and government departments to every town and city in the country. We have been awakened to our need for being trained for work and the book has been called in as chief aid, the librarian as chief sponsor. The publisher has realized this from the tremendous demand he has had for all books in this field and the bookstore could well emulate the libraries in their active and well planned methods of getting books to those that need them. The librarian sees vividly the man's need for books on trades and professions and goes after that man by bill board, by bulletins, by list, by letter, or by newspaper advertisement.

That the government is going to remain behind the movement for a greater use of books was evidenced by many reports at the convention. The Bureau of Education is developing a plan for Home Reading Courses for which suggestive lists will be supplied; The Smithsonian Institute is preparing to issue reading lists along lines of popular science; the Children's Bureau of the Department of Labor has retained one of the leaders in library work to link its efforts for child welfare up with the library. All thru the convention sessions there was news of the book coming to its own and indications that this is but the opening edge of great expansion.

The sessions on children's departments and school libraries showed what intensive study is given to problems of reaching the children of every corner of city and country and evinced the open-mindedness with which the problem of book selection is approached. As public library circulation is at least half children's circulation, the buying needs of the libraries have a very decided effect on the trend of book publishing, giving a strong and continued support to the worth-while juveniles and the best picture books. The Children's Section expressed by resolution their interest in the plan for a Children's Book Week which has been proposed by the American Booksellers' Association for this fall.

That librarians are learning to make use of the ubiquitous arts of publicity was evidenced in much of the discussion. The library has been marched out into the open and is not to be allowed to retreat to cloistered seclusion. Striking posters, bill board publicity, roadside display cases, lantern lectures, co-operation with business houses, every method is weighed and tried out. The local bookstore could learn many good plans from a study of the library's efforts.

The Special Libraries Association held long and interesting sessions and the growth of its membership and scope testifies to the importance of these expert systematizers of information in the fields of American business. In all parts of the country business houses are establishing their own special in-

formation bureaus with trained librarians in charge. These are not so much users of books as of periodical and pamphlet matter, but their activities open a new field for which the publishers should promptly reach out.

That there should be in so many states active commissions whose work is to encourage the starting of libraries and to make possible their healthy continuance explains much of the growth in number of libraries. The booksellers might well wish to emulate such methods tho their individualistic habits of methods are probably not as yet ready for a district supervisor who should encourage the starting of new bookstores in underserved communities and help strengthen the methods of those who might falter.

That which gives the fundamental strength to the library movement is its attractiveness as a profession and the careful training that is offered and demanded of those who enter. The great war-time effort and the large plans for peace would be impossible without the personnel that has been attracted to the work in the last 40 years, a personnel of strong men and strong women.

The Association would seem to need a more centralized and flexible organization to carry forward to the larger things, (not centralized for book purchasing, that idea having little support at the convention it proved) but for the extension of the large plans outlined and in order that peace time work may go forward as rapidly as did the War Service.

Thanks to the Publishers the American Library Association Passes a Resolution of Appreciation

At the great Asbury Park Convention last week the American Library Association placed on its records a resolution of thanks to the book-trade for its ready co-operation in the War Service, as follows:

Whereas, the booksellers and publishers of the United States recognizing in the calls for books made on them by the Library War Service of the American Library Association, an opportunity for patriotic service, responded thereto with prompt and hearty co-operation.

First, in granting discounts which amounted to an elimination of all profits.

Second, in giving precedence to A. L. A. orders over the orders received from all other sources.

Third, in accepting and filling small orders with the same promptness and dispatch with which they handled large orders, and

Fourth, in submitting, almost without murmur, to some unusual delays in the settlement of accounts, recognizing that an office staff hastily organized, constantly changing in its personnel, and extending its ramifications to all parts of the country, was entitled to some such consideration, therefore be it

Resolved, that the American Library Association in Convention assembled at Asbury Park, N. J., hereby expresses its highest appreciation of the unfailing co-operation of the booksellers and publishers of the U. S. in

carrying on its Library War Service, and that a large measure of the success attained would have been impossible without such co-operation, and, be it further

Resolved, that a copy of this resolution be sent to the American Booksellers' Association, to the American Publishers' Copyright League, and further, that they be printed in the PUBLISHERS' WEEKLY.

Talking Back to the A. B. A.

An editorial from the Convention newspaper of the American Library Association

When the American Booksellers' Association had their meeting in Boston, they sent greetings to the A. L. A. Insofar as *The Use of Print* represents the A. L. A. we want to return greetings to the booksellers in the warmest and most cordial way.

We wish that all public library workers who come in contact with the public could have followed Miss Bessie Graham's course, "The Booksellers' School," in the PUBLISHERS' WEEKLY. We wish that all libraries could realize that a good book store is an asset in a community, not alone for the library but for the purpose of public education and public welfare.

If it is not too much to hope, *The Use of Print* hopes that all public libraries will soon come to feel that the essence of their work is retail salesmanship; knowing the goods, believing in them, and possessing the faith and enthusiasm to put the proposition across.

Government Reading Lists

The Bureau of Education has in preparation a series of reading courses in which the American Library Association Publishing Board is co-operating and which are to be published in large quantities to meet the demand from libraries, schools, business and woman's clubs and labor unions, for vocational lists and lists on various countries.

The Department of Agriculture is also issuing a series of four page lists on topics within its field. Of these the lists on gardening and sheep and pig raising are out.

The Smithsonian Institution is now considering a similar project for a series of popular lists on science, nature study, art, ethnology, exploration and invention.

The distribution of these lists, each prepared with an advertising format, such as cover design, etc., is bound to be one of the greatest helps which the libraries of the country have had in their drive to carry good reading into the lives of a hundred million Americans.

A Good Poster

"Every hour spent in studying books on your trade or profession brings your Opportunity one hour nearer."

This well phased slogan proposed by Miss Marion Humble of the Library War Service headquarters is just as appropriate for the bookseller's window as for the public library's bulletin board.

The Atlantic's Bookshelf

The seven books selected for special review in the *Atlantic Monthly* for July are:

- 1914, by Field-Marshal French. *Houghton*.
 The Undying Fire, by H. G. Wells. *Macmillan*.
 Bolshevism, by John Spargo. *Harper*.
 The American Language, by H. L. Mencken. *Knopf*.
 Christopher and Columbus, by the author of Elizabeth and Her German Garden. *Doubleday*.
 A History of the United States, by Cecil Chesterton. *Doran*.
 An American Idyll, by Cornelia S. Parker. *Atlantic Monthly Press*.

Books in Demand at the Library

The following books were the most in demand at public libraries in the United States during May, according to the compilations of *The Bookman*:

FICTION

1. The Four Horsemen of the Apocalypse. *Dutton*.
2. The Desert of Wheat. *Harper*.
3. The Tin Soldier. *Penn*.
4. Dawn. *Houghton*.
5. Joan and Peter. *Macmillan*.
6. The Secret City. *Doran*.

GENERAL

1. The Education of Henry Adams. *Houghton*.
2. The New Revelation. *Doran*.
3. A Minstrel in France. *Hearst*.
4. Joyce Kilmer: Poems, Essays. *Doran*.
5. The Seven Purposes. *Harper*.
6. Power of Will. *Pelton*.

A Record of Best Sellers

The following books are listed by H. S. Browne & Co. in the July issue of *Books of the Month* as a group of best sellers, so judged by the reports of 61 representative bookstores in 53 cities of the United States:

TEN BEST-SELLING FICTION

1. Four Horsemen of the Apocalypse, by Blasco Ibáñez. *Dutton*.
2. The Arrow of Gold, by Joseph Conrad. *Doubleday*.
3. Dawn, by Eleanor Porter. *Houghton*.
4. The Desert of Wheat, by Zane Grey. *Harper*.
5. The Sky Pilot in No Man's Land, by Ralph Connor. *Doran*.
6. The Valley of Vision, by Henry van Dyke. *Scribner*.
7. Jungle Tales of Tarzan, by E. R. Burroughs. *McClurg*.
8. The Tin Soldier, by Temple Bailey. *Penn*.
9. The Wicked Marquis, by E. P. Oppenheim. *Little, B*.
10. Christopher and Columbus, by the author of Elizabeth and Her German Garden. *Doubleday*.

SIX BEST-SELLING GENERAL BOOKS

1. The Years Between, by Rudyard Kipling. *Doubleday*.
2. Belgium, by Brand Whitlock. *Appleton*.
3. In Flanders' Fields, by John McCrae. *Putnam*.
4. Bolshevism, by John Spargo. *Harper*.
5. The Education of Henry Adams, by Henry Adams. *Houghton*.
6. Joyce Kilmer, Poems and Essays. *Doran*.

RECORD OF AMERICAN BOOK PRODUCTION, JUNE, 1919*

INTERNATIONAL CLASSIFICATION	New Publications.		By Origin			Total
	New Books	New Editions	American Authors	English and Other Foreign Authors		
				American Manufacture	Imported	
Philosophy.....	17	0	12	1	4	17
Religion, Theology.....	36	0	31	0	5	36
Sociology, Economics.....	47	3	43	1	4	50
Mil. & Naval Sci.	1	1	2	0	0	2
Law.....	12	2	14	0	0	14
Education.....	29	0	28	0	1	29
Philology.....	5	1	4	2	0	6
Science.....	57	4	54	2	5	61
Applied Science, Engin'g...	20	11	27	0	4	31
Medicine, Hygiene.....	25	10	33	0	2	35
Agriculture.....	58	1	59	0	0	59
Domestic Economy.....	5	0	5	0	0	5
Business.....	17	2	19	0	0	19
Fine Arts.....	1	0	1	0	0	1
Music.....	5	0	5	0	0	5
Games, Amusements.....	8	0	8	0	0	8
General Literature, Essays.	24	1	19	3	3	25
Poetry and Drama.....	30	3	24	4	5	33
Fiction.....	80	21	84	11	6	91
Juvenile Books.....	15	1	16	0	0	16
History.....	55	2	40	8	9	57
Geography, Travel.....	7	1	6	0	2	8
Biography, Genealogy.....	19	1	13	0	7	20
General Works, Miscel.....	3	0	2	0	1	3
Total.....	528	65	499	32	60	591

* These figures include pamphlets of which 218 were recorded in June. In June, 1918, 670 new books and 112 new editions were recorded.

Printers' Wages in England

A New Agreement on a National Basis.

By an agreement between the Federation of Master Printers and the Typographical Association it has been decided that wages for English printers in the future shall be settled on a national basis. For this purpose branches and sections of branches have been divided into several grades; the branches in the T. A. area, for example, being classified into six grades with the jobbing, weekly news and bi-weekly case rates as follows:

Grade No. 1	\$18.00 per week
Grade No. 2	\$17.28 per week
Grade No. 3	\$16.56 per week
Grade No. 4	\$15.74 per week
Grade No. 5	\$15.12 per week
Grade No. 6	\$14.40 per week

Overtime during any one day or night on jobbing and weekly news is to be paid for at the rate of time-and-a-quarter for the first two hours; time-and-a-half for the next three hours; and double time to continue for any further period it may be necessary to work until a rest of eight hours can be given.

The pay for Saturdays is announced as time-and-a-half for the first five hours and double time afterwards. On Sundays the printers are to receive double ordinary time. Pay for work on Christmas Day, Good Friday and Bank holidays will be regulated by national agreement on hours and holidays.

Members required to commence work before the ordinary time of starting are to be paid at the rate of time-and-a-half until the usual hour of starting.

To facilitate the smooth running of these stipulations and to issue just treatment for all it has been agreed that a joint labor committee shall be formed, consisting of the members of the executive council of the T. A. and a similar number from the various national bodies of employers. Provided either party gives notice of its desire for the wage rates or other conditions of the agreement to be reconsidered, the joint labor committee shall meet within fourteen days to consider the application, and a decision shall be arrived at within thirty-five days, during which period no strike or lock-out shall take place.

Another agreement of the Typographical Association came as a result of a conference held with representatives of the national committee of the Monotype Users' Association. By this it was determined that monotype operators are hereafter to receive about 10 per cent above the case rate agreed to in the national wage settlement. The weekly hours of these operators shall be as the case hours of the town, not exceeding 48 for day work and 44 for night work; the hours to be fixed and defined in each establishment by mutual arrangement, subject to a fortnight's notice of change.

Linotype operators are also to receive 10 per cent above the case rate with hours fixed as 48 hours for day and 44 hours for night work.

As It Is in England

The Book-trade Discussion on Discount and Terms.

There is quite a pretty quarrel going on between booksellers and publishers, says the *British and Colonial Printer*, the former asserting that the wholesale prices at which books are supplied to them do not allow of a living profit, and the latter protesting that the profits of the retailers are ample considering the work they do in placing their wares before the public. One of the demands by the booksellers is that all books should be published at net prices. Other claims are for 25 per cent.—at present it is 2d. in the 1s.—off the price of single copies, and 33 1-3 per cent. off orders given to the publishers' travelers. The latter is often made a matter of individual arrangement between the booksellers and the publisher's representative. On the other hand the publishers point out that, in their opinion, the retailers are not selling enough, and one publisher says they would not grudge the retailers a larger profit if they would earn it, or as it is put:—The publishers spend large sums in advertising their publications, while the retailer simply waits till customers come and makes no special effort to attract them. In the matter of cheap novels the publishers declare that the retailers have been doing exceptionally well, charging 2s. for books which they buy at 1s. 3d., and it is stated that "reward" books are generally supplied to the bookseller at half price. On the other hand, the booksellers allege trade oppression on the part of the publishers, and point with indignation to the refusal, just announced, by some of the latter to allow a rebate off retailers' accounts when prices become lower. No doubt there might be concessions made on both sides, for in a dispute of this character there are generally good arguments brought forward to prove that each is in the right.

Twenty-five Years Ago in the Publishers' Weekly

New York Supreme Court rules that the complaint of Anthony Comstock against the circulation of "Tom Jones," Payne's "Arabian Nights," "Decameron," etc., cannot be maintained.

Mr. Fred C. Laird retires from the firm of Laird & Lee, Mr. W. H. Lee continuing the business.

D. Appleton & Co. move from Bond St. to Fifth Ave. at 13th St., showing the uptown trend of the publishing district. Scribner is moving to their new building on Fifth Ave. between 21st and 22nd.

Stone & Kimball begin the publication of *The Chap-Book*.

Ginn & Co. have in press Frye's Geographies a practical course on new and unconventional lines.

William Waldorf Astor is at work on a new novel embodying his theories of human socialism.

Book News from Germany

The first book pamphlet to arrive from Germany in many months has recently come to this office from the firm of A. Marcus & E. Webers, bookdealers of Bonn. Gradually things are slipping again into the normal grooves of everyday life and the appearance of this pamphlet would indicate that German publishers are already "on the job," anxious to solicit the trade of foreign countries. The general announcement which heads their list of advertised books we take the liberty to reprint, believing that it will be of interest to American publishers since it gives an idea of the way in which Germany proposes to conduct her book business of the future:

We give below a selected list of those of our publications from 1914-1919 which are of real value to the foreigner because of their scientific knowledge and significance. Since many of these works, however, have already found wide circulation, large consignments cannot in general be taken into consideration—this being possible only in individual cases and with single books. It is therefore recommended that the matter be considered from a cash basis.

For the most part space in the advertising pamphlet is given over to books dealing with history, philology, theology and medicine. Prices quoted are interesting since in practically every case they are very low,—most of the books retailing for two or three marks (between 55 and 90 cents).

One of the volumes which attracts special notice is "Die Rheinprovinz 1815-1915," described as "a hundred years of Prussian might on the Rhine."

Can it be that the German reading public is turning with increased interest to works bearing on religious thought and discussion? Several books listed are new editions of Luther's writings and teachings, while many others deal with religious matters of one kind or another.

In glancing over the texts for use in the schools one is surprised to find several volumes relating to Turkish customs and beliefs. Such titles as "Turkish News for Practice in Original Turkish Writing," "Mohammedan Theology," "Turkish Legends and Folk Poetry" show that the language and literature of the Turk has been introduced into the German school curriculum with the idea of familiarizing the youth of Germany with the speech and national characteristics of their ally.

German Publishers Advocate Discriminatory Practices

In a recent interview, Dr. M. L. Llewellyn Raney, Librarian of Johns Hopkins University who has just returned from overseas service with the American Library Association, is quoted as saying that Germany has neither repented nor reformed. While for the moment the country is terribly mortified over the public miscarriage of plans, there is behind it no feeling of contrition for the manifold crimes committed.

Carrying his point further Dr. Raney showed that German trade plans for the future are interesting. In building up post-bellum

business, the Germans are even now preparing for discriminating prices against foreign traders. As an example of such practice, he told of a powerful association of publishers which has recently come into existence; this organization is highly exclusive and very influential, with a membership fee of 1000 marks per year. It is endeavoring to enforce the practice of charging American and other foreign imports from 50 to 100 per cent more than the same article is sold to the German trade, and this without the erection of a tariff wall. In addition to this the president of the association states that Americans cannot have his goods except upon the terms of cash with order, an unheard of proceeding.

The Scandinavian Market

Shall the Germans Still Control It?

An educator of Stavanger, Norway, writes to the English magazine, *System*, an interesting comment on the book-trade conditions of that country of their need of making better connections with English speaking countries.

"It is very difficult for foreigners to come into connection with the English book-market, and has always been. If I ask my bookseller about an English book he brings me a catalog, almost a barrow-load, and not at all up to date.

"If I inquire for a German one, he asks me what topics I am interested in, and now I receive regularly small handy catalogs of all publications I care to know. If it is a German book I urgently want, I write the publisher and have it by return, paying in advance thru the Post Office. This was in time of peace, but even now, in time of destruction, one is served in very reasonable time.

"If we order from an English firm we must send a money order beforehand. It is difficult to determine postage and other expenses, and to be sure we must send too much. We get a credit note for the balance, but what is the use of it if the connection is not a regular one?

"The consequence is that when I look over my library I find that most scientific books in my shelves are German, even English and American authors in German editions, altho I have never been a lover of German, but have my friends and sympathies in England. And the same is the case with thousands all over the world.

"Are you English aware of the immense importance of the German booksellers? Thru them, Germany has conquered the world, and this power is still unshaken. I will give you an example. I myself am a teacher. We are reforming our schools, and I am a member of a committee for this purpose. The teaching of German has a predominant position in our schools, and we who think it to be of vital importance to come in close touch with the western countries, want to give more room for English and French in our teaching. But it is impossible; nearly all professional text-books are German; we cannot do away with it."

MAKING GOOD IN A NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

A Library on Wheels

While public libraries have in many cases used the automobile to gain wider distribution, as for instance, the library of Plainfield, Indiana, which covers its township with a glass-sided auto truck of special construction so that the array of books may offer all possible temptations to the rural patron, it seems to have remained for Hibbing, Minnesota, to put a reading room on wheels to make scheduled visits to various points in Stuntz township.

It is a large truck fitted out as a reading and circulating room, which is driven from one part of the township to another. It carries 1200 books and from 12 to 15 persons can make use of the reading room at one time.

It has made a decided hit in the rural districts. It carries newspapers of various languages. The idea is a new one on the Mesaba range. The town board is co-operating with the library in financing it.

Some enterprising bookseller should make the experiment of putting books out on the road.

Prompt Collections Needed

In a large city about twenty of the leading merchants got together and compared their statistics of collecting retail charge accounts. It was proved that the average collection period was 59 days, that is, if John Doe was charged with \$10 worth of goods on June 20th by the law of averages that account would be paid on August 18th. Concluding that there was too much laxity in paying accounts, they compared notes on collection methods and agreed to make future comparisons.

It is very often the fault of the merchant that he gets slow collections. He himself acts too slowly and with too little system.

Accounts that are due on the tenth of the following month are really due at that time. No customer should expect the merchant to wait for another thirty days before making another collection effort. Systematically, with courtesy but with persistence, the collections should be gathered. In the present state of business with the high expense of maintaining full stocks no dealer can afford to be lax on his collection efforts. He should prepare to collect promptly and pay promptly.

Sales Letters That Pull

Who writes the sales letters that go out from your store? They are a very important part of the business, it is universally acknowledged. Successful sales letters have been worth thousands of dollars to book dealers doing business by mail.

Perhaps the retail bookseller has hesitated to send out systematic sales letters feeling that he has no gift for writing copy of that sort and so loses good opportunities for sales and business building.

If an effective sales letter cannot be devised by the retailer, try the publisher for suggestions. His salesmanager is probably adept at writing good copy and, besides knows the book intimately. Or, as another way, why not try out everyone in the store on letter writing? Often there are young people fresh from business courses who have a gift for just that work. Buried talent is one of the great wastes of modern retailing.

The Book-Trade Manual for 1919

The office of the PUBLISHERS' WEEKLY has now ready for delivery a new edition of the "American Book Trade Manual," revised to date. The previous issue was dated 1915, so that the later edition represents four years of many changes, thus making the other fairly obsolete. The new edition contains a directory of publishers, including all who issued new books during 1918, with numerous additions of other firms who did not appear in the record for that year; a directory of bookstores in every city of importance in the United States and Canada, with specialties designated, such as department stores with book sections, sellers of law or medical books only, second-hand booksellers, etc.; a directory of British publishers, including one of British publishers as represented by American agents; a list of auctioneers of literary property; and finally, a useful as well as valuable new feature in a list of reviewing mediums, compiled from a census of the hundred best papers for publishers' publicity as judged by the lists of twenty leading publishing houses. The "American Book Trade Manual" sells at five dollars the copy.

Salaries for Retail Salespeople

In the exhaustive study that the National Educational Association has made of teachers' salaries and of their increased needs under present living costs it has gathered statistics that are equally pertinent to the retail stores where intelligent, trained work is required.

Typical States	The Average Salaries of Teachers 1914-1915	Estimated Needs to Meet Advance in Cost of Living 1918
Massachusetts	\$810	\$1143
New York	975	1365
Pennsylvania	465	705
Ohio	537	777
Illinois	713	1006
Michigan	557	797
Virginia	332	572
Kentucky	342	582
Texas	428	668
Washington	808	1139
California	951	1340

It would seem quite certain that a good book salesperson needs as much training and as much intelligence as the average teacher and the cost of living in the large cities where bookstores are located must be even heavier than the average living costs over the total state areas. The question of salaries in the retail bookstores seems as closely tied up to the problem of their efficiency as in the case with our schools and comparative figures will be of value to the manager.

AMONG THE PUBLISHERS

THE RAILROAD ADMINISTRATION might well afford to distribute an edition of Yard's "The Book of the National Parks" (Scribner); it will start many on new travels.

EIGHTY ILLUSTRATIONS of war materials, new inventions, and fighting machines in action are an interesting feature of A. Russell Bond's "Inventions of the Great War" published by the Century Co.

MRS. RINEHART'S "Dangerous Days" (Doran) has a publication date that will make it a leader in the sale of summer fiction. A very attractive jacket makes it sure of window display.

MARGUERITE WILKINSON'S "New Voices," which Macmillan publishes, is a capable introduction to an appreciation of our contemporary craftsmen, with over 200 poems quoted in full.

HENRY HOLT & Co. have imported the American edition of "The Problem of the Pacific" by C. Brundson Fletcher. The Pacific and its borderlands cover half the world and Mr. Fletcher in this book tells the story of fifty years' struggle for its mastery by four of the great nations.

GLENN FRANK'S articles in the *Century Magazine* have been gathered into a volume entitled "The Politics of Industry" with such significant chapter heads as A Nation of Improvisers; The Background of Reconstruction; Anonymous Liberalism; The Politics of Industry; Business Statesmanship.

"GERMANY'S NEW WAR AGAINST AMERICA" will be the title of a volume by Stanley Frost, to be brought out in the latter part of July by E. P. Dutton & Co., which will set forth the methods Germany has already begun to put into action for the same kind of "peaceful penetration" in which she was so expert and so successful before the war.

THE AUTOBIOGRAPHY of W. N. P. Barbellion which Doran published recently as "The Journal of a Disappointed Man" appears to be making quite a stir in literary circles. Considered as an original tho decidedly egotistical survey of life, it certainly is worthy of more than passing interest.

THE FOURTH VOLUME of Conan Doyle's dramatic record of the great war, "The British Campaign in France and Flanders, 1917" has just come from the Doran press. As might be expected the work is something more than a merely accurate historical account, for the author has succeeded in bringing to it the life and spirit which make Ypres and Cambrai stand out as epic periods in the great conflict.

"THE MEN WHO MAKE OUR NOVELS" by Gordon Battle (Moffat) lists forty-seven varieties of author from William Dean Howells to Ed. Howe of Kansas, and is a convenient reference book of material difficult to gather.

A NEW NOVEL by Juliet Wilbor Tompkins is announced by Bobbs-Merrill for early publication. It is entitled "The Starling" from Sterne's famous line "I can't get out, I can't get out," cried the Starling."

DODD, MEAD & Co. report that Ralph Waldo Trine's "In Tune with the Infinite" has been translated into eighteen languages and that over half a million copies of the book have been sold.

THE STORY of Italy's part in the war has been written by G. M. Trevelyan, who as head of the British Red Cross detachment on the Italian front had special opportunities for viewing all the war activities of this nation. The book is accompanied by a series of excellent maps; it will be published by Houghton Mifflin Co. sometime during the month under the title "Scenes from Italy's War."

"THE COVENANTER—An American Exposition of the League of Nations," written by William H. Taft, George W. Wickersham, A. Lawrence Lowell and Henry W. Taft, will be published by Doubleday, Page & Co. on July 5th. The book is in the nature of a guide for the American people.

AN ACCOUNT of life on board a transport as well as a stirring description of how our boys went "over there" dodging submarines is given in "The Hatchet" of the U. S. S. George Washington. This book may be obtained from the Navy Relief Society, Washington, D. C., the proceeds from its sale going toward the relief of widows and orphans of the enlisted men of our navy.

FORMER REFERENCE LIBRARIAN of the Library of Congress, Mr. Francis J. Reynolds, is the editor of the "After-War Atlas" which is to be ready by August 15th. It will embody 251 new maps including all the new nations, 32 railway maps, 40 automobile maps and a gazetteer. The Reynolds Publishing Co. which is closely connected with the Collier office, is the publisher.

A REVISED LIST OF LIBRARY ADDRESSES

A newly revised directory of High School Libraries and Librarians has been made ready, 400 names in all. This can be had in printed form at 35c. It is an important mailing list for publishers.

THE PUBLISHERS' WEEKLY.

Court Upholds Colgate Plan of Price Maintenance

The United States Supreme Court in an opinion delivered by Mr. Justice McReynolds confirms the decision of District Court of Eastern Virginia that Colgate & Co. have an absolute right to cease to sell to a dealer who shall cut their fixed prices.

The decision is, of course, confined to interstate commerce and can only be effective in controlling distributors who sell to the trade direct; but it should afford much relief. It will also be gladly accepted as an undeniable indication of increasing comprehension by the courts of present-day commercial evils.

If a Boston publisher should wish to stop selling a New York price-cutter he is entirely free to do so, or a New York publisher can cut off Toledo or any other city where books are used as advertising bait.

The court's decision gives valuable comment on the price-cutting situation:

"The purpose of the Sherman Act is to prohibit monopolies, contracts and combinations which probably would unduly interfere with the free exercise of their rights by those engaged, or who wish to engage, in trade and commerce—in a word to preserve the right of freedom to trade. In the absence of any purpose to create or maintain a monopoly, the Act does not restrict the long recognized right of trader or manufacturer engaged in an entirely private business, freely to exercise his own independent discretion as to parties with whom he will deal. And, of course, he may announce in advance the circumstances under which he will refuse to sell."

Canadian Book-Trade Urged to Trade at Home

Canadian merchants buying goods for import from the U. S. should always take into consideration the rate on Canadian exchange, says the *Bookseller and Stationer* of Toronto; this puts money at a discount of practically 3 per cent. at present, with opinion in financial circles pretty well unanimous that the rate will go still higher.

The rate has been influenced to some extent by the rate on sterling, and the recent increase seemed to follow the increased discount on sterling, tho at some distance behind. As has often been pointed out, an elementary cause for the high premium on New York funds is the adverse balance of trade by which Canada is buying more from the United States than it is selling to the United States, coupled with which is the fact that Canada's main export trade is done with Europe on credit, while her main import trade is done with the United States for cash. This prevents buyers of Canadian products in Europe making credits to Canada in the United States. In Canada, a greater consumption of goods of domestic production, is the logical method of reducing the adverse balance of trade between the two countries and to that end Canadian manufacturers must do their utmost to market goods

in attractive form and at prices that will make it advantageous for retailers and their customers to give preference to Canadian-made lines.

House Committee Reports Favorably Proposed Bill Will Prevent Losses of Copyright by War Delay

Under date of June 24th, the House Committee on Patents thru Chairman Nolan has made a favorable report on the amendments that have been urged by the Authors' League and the American Publishers' Copyright League:

AMENDING SECTIONS 8 AND 21 OF COPYRIGHT ACT

Report. To accompany H. R. 3754

The Committee on Patents, to which was referred the bill (H. R. 3754) to amend sections 8 and 21 of the copyright act approved March 4, 1909, having had same under consideration, reports same back to the House with the recommendation that the bill do pass.

The Acting Secretary of State has written to the committee, urging the passage of this bill at an early date. He states that the British government has proposed to this government an arrangement for such reciprocal protection for works of American and British authors published during the war, and that it is believed that enactment of the bill would materially assist in the promotion of cordial and friendly relations with the various foreign governments concerned. The secretary of the Authors' League of America, who also represented the Incorporated Society of Authors, Playwrights, and Composers, and the American Publishers' Copyright League, appeared before the committee and urged the passage of the bill, and stated that a number of authors had suffered because of their inability to comply, within the required time, with the requirements of the British law necessary to give them protection. Mr. Solberg, registrar of copyrights of the Library of Congress, also urged the passage of the bill.

The Authors' League states that in a number of instances it was not physically possible to send copies of books to England in the time within which it is necessary to secure copyright. The publishers make similar statements.

British authors have also experienced much difficulty in registering books for ad interim copyright and in complying with the provisions of the manufacturing clause within the specified time.

Maeterlinck Coming to America

Coincident with the announcement by the Metropolitan Opera Company of New York of its proposed early production of an operatic version of Maeterlinck's "The Blue Bird," comes word that the great Belgian author himself will make a lecture tour of America in the early part of next year. It will be Maeterlinck's first visit to this country and his appearance on the lecture platform will be welcomed.

COMMUNICATIONS

Price Cutting on Rebinds

June 20th.

Editor, PUBLISHERS' WEEKLY:

It seems to me that the book-trade has got to continue to stand together and work for the elimination of the pestivorous price-cutter.

Price-cutting towns are poor book towns and once blighted remain so for years.

In the town of Orleans, New York, a sporting goods store is using the popular copyright lines for advertising bait. They buy tennis balls at 47c. and sell them for 50c. and consider that it brings trade. I suppose the other dealer ought to come back and sell tennis balls at 25% off and so on.

Why does everyone want to pick on the booksellers and why do the publishers not keep right at the evil? I suppose they get the same good money from the big city department store cutters as they get from anybody and they refuse to worry over what that example does to the trade of other cities.

F. L. D.

Present Restrictions on English Imports

Editor, PUBLISHERS' WEEKLY:

Will you allow me to point out that the notice on page 1275 of your issue of 10th May as to the removal of English restrictions on books and papers is slightly misleading. There are still some restrictions altho the Paper Control has been abolished. Under an order of the Board of Trade, as from the 1st May the importation of the following printed matter is almost totally prohibited, namely:

"Printed forms, writing paper with printed headings, calendars, showcards, picture postcards, Christmas and greeting cards, and other color and lithographic printing, including children's toy-books, consisting in regard to cover and contents of one-third or more of lithographic or other color printing."

The only exception is with regard to coated papers (including carbon; but excluding sensitized photographic paper) which may be imported under license under certain conditions.

If your attention has not already been called to this matter it occurs to me you may like to have a note of the present restrictions.

WALTER BLABER,

London representative of
D. Appleton & Company, New York.

Bookstore Lending Libraries

Boston, June 13, 1919.

Editor, PUBLISHERS' WEEKLY:

I offer you the following as looking to a larger book service, tho perhaps not of the sort that the publishers and booksellers as a whole would welcome:

Why should not bookstores loan their books at so much per day?

The undersigned would like to know whether any bookstore has tried the plan of loaning books in general after the manner of the fiction loaned by circulating libraries. Suppose

five cents a day were charged for letting a book go out for use and two and a half cents a day charged for depreciation. Then if a \$5.00 book were loaned for two days it would be sold afterward for \$4.95; if for twenty days, then for \$4.50; if for two hundred days, then theoretically for 'nothing, tho naturally there would be some limit as the minimum selling price, possibly 90% off, below which it might go as old paper or be sold at auction. Some such plan as this would meet the convenience of those who have occasion to borrow books from a public library but are frequently disappointed by the books not being available. Often the copy owned by the bookstore may be the only one in town, and why should it be kept intact on the speculative chance of its being sold? The writer talked with one bookseller about this plan and the reply was to the effect that the collection of reference books, particularly engineering books, helped as an advertising medium to sell the other books of the store. I presume also that the bookseller felt that the mixing of shabby and used books with new ones because of a loan system would interfere with the sale of the new ones, and that with him the aesthetic question had a good deal to do with the proposition. Whatever the objection, I should think that out of a thousand booksellers in the country, there must be some who have tried such a plan, or would like to.

G. W. LEE, Librarian.

Catalogs for Russian Universities Wanted

We are printing below a letter from the University of Perm, directed to the Librarian of Congress, but forwarded by him to us in the hope that this urgent request for catalogs for Russia might bring a quick response from the American booksellers and publishers.

Librarian of the University of Perm,
Perm, Russia, 16th of March 1919.

To the LIBRARIAN OF CONGRESS,

The Library of the University of Perm is embarrassed very much in the matter of procuring English and American publications, the European bookmarkets being cut off owing to the international intricacies. This painful isolation from the sources of book supply compels the Library to apply to your kind assistance, which can be shown in the following way:

1. Please deliver to several American solid booksellers our request to post to the Library of the University of Perm latest catalogs in all the departments of science and to notify their conditions as to a possible furnishing of the University with books. (i. e. A list of American booksellers and editors or something like a reference book on the subject would be very desirable.)

I trust you will not mind my troubling you with the above request which is stimulated by the hard conditions of our academical life.

Yours sincerely,

N. OBNORSKY.

CHANGES IN PRICE

D. APPLETON & CO.

Spanish Teacher and Colloquial Phrase Book, by F. Butler, now \$1.00.
Bird Life, by F. M. Chapman, now \$4.00.

J. B. LIPPINCOTT CO.

A revision of prices of a number of titles took place July 1st. The new catalog with the changed prices will be ready about July 10th; meanwhile a list of those titles which have been advanced in price will be furnished on request.

Harcourt, Brace & Howe

A New Publishing Firm Incorporates

Several books are already under way that will bear the imprint of the new firm whose incorporation with New York offices is almost completed.

Mr. Alfred Harcourt and Mr. Donald Brace are both from the Holt office and entered that business together seventeen years ago on graduation from Columbia, Mr. Harcourt becoming connected with the editorial and trade sales departments while Mr. Brace made his way steadily to the front as an authority on book planning and manufacture. Mr. Will D. Howe, the third member, comes to the publishing field from the head of the English Department at Indiana University, but his name is already well known to the book-trade thru his varied editorial work. The Howe Readers on the Scribner list have sold into the millions of copies, Howe's Rhetoric has had wide adoption, beside "The Gate to English" and numerous introductions to school classics. Within the past three years Dr. Howe has planned and edited the *Modern Student's Library* for Scribner's, and the *How to Know the Great Author Series* for Bobbs-Merrill Co., besides being a contributor to both the "Cambridge History of English Literature" and the new "American Literature" issued by Putnams.

The new firm combining as it does the editorial viewpoints of East and Middle West with manufacturing experience of the best kind, should quickly make a substantial place for itself. Mr. August Gehrs now in charge of sales and promotion at Henry Holt & Co. will join the new firm in the fall and Miss Ellen Knowles Eayrs of the Holt office has already joined the organization.

The permanent address of the firm has not been settled, but temporary quarters are at 5 West 50th St., New York.

Periodical Notes

A new magazine for women, *Judy*, makes its appearance this month. Its address is 158 West 11th St., New York. Among the editors are Mary Carolyn Davies and Margaret Sangster.

A NEW YIDDISH WEEKLY, *The Labor Press*, has appeared on New York's East Side as the organ in that section of the American Federation of Labor. Robert Maisel, who has been associated with the American Alliance for Labor and Democracy, is at the head of the paper, which has the indorsement of Samuel Gompers.

The Unpartizan Review appears in place of the July number of *The Unpopular Review*, in the leading article of which the editor explains the change of title as being brought about by a public who failed to get the real significance of the old name. The current issue also lists its contributors, where heretofore the readers have been kept in suspense for three months.

Obituary Notes

WARREN SYNDER, for many years head of the book department of the Wanamaker stores, died at his home in Brooklyn on June 27th in his seventy-fifth year. For several years, since his retirement from business, he had been in failing health, but his death nevertheless came as a surprise to many of his friends.

Warren Synder who was born at Hudson, N. Y., started in business with Leggat Brothers, New York, who in their day conducted one of the most famous bookstores in America. He was the buyer and general manager of that concern when Robert Odgen, partner of John Wanamaker, came to New York in 1889 to find a manager for their book department. A liberal offer secured Warren Synder for the post, which he held for more than twenty-eight years. When Wanamaker took over the old A. T. Stewart & Company's store in New York, a book section was added and Mr. Synder became general head of the book department in both stores, spending half the week in each city. About twenty years ago Mr. Wanamaker sent him to Europe to look over the old book market there, with the result that he bought a large number of rare and finely-bound books, and annually thereafter made the trip and built up an important branch of the business. Fifteen years ago when Henry T. Coates & Co. of Philadelphia, retired from retailing, he bought the entire stock and after conducting a successful special sale at the Coates shop, the remaining books were divided between the Philadelphia and New York stores. His connection with the famous sales campaign of the Century Dictionary will be well remembered.

Personal Notes

CHARLES E. BUTLER of Brentano's has gone to Seabright, N. J. His health has not been good this spring and the doctor advises a complete rest from all business.

A SPEECH of Hon. David J. O'Connell arguing for the continuance of the daylight saving plan appears in the *Congressional Record* of June 20th.

Business Notes

NEW YORK CITY—The Legion Publishing Corporation has been incorporated with \$50,000 capital to engage in the publishing of books relating to the American Legion for Veterans of the Army and Navy. Incorporators: Dr. Richard Derby, John W. Young and G. P. Putnam, 6 West 45th St.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Acharya, Ananda

The book of the cave Gaurisankarguha. 148 p. D N. Y., Macmillan \$1.60

Ackerman, Carl William

Trailing the Bolsheviks; twelve thousand miles with the Allies in Siberia. 16+308 p. pls. pors. O c. N. Y., Scribner \$2 n.

Pictures conditions in Bolshevik Russia based upon author's observations during twelve thousand miles of travel as correspondent for the New York Times.

Adam, George

I-wonder-why stories; ed. and comp. by Max. Henkey. 152 p. D [c. '19] N. Y., Doran \$1.25 n.

Collection of children's stories which teach religious truths.

American Academy of Political and Social Science

Industries in readjustment. 7+379 p. fold. tab. O (Annals, v. 82) c. Phil., Am. Academy of Political and Social Science pap. \$1

Anderson, W. H.

On the trail of Livingston. 351 p. il. pors. D [c. '19] Mountain View, Cal., Pacific Press Pub. Assn. \$1

Account of the work of missionaries who have served in Africa.

Automobile Blue Book Publishing Company

Official automobile blue book: 1919. v. 1, New York state and adjacent Canada; v. 2, New England and maritime provinces; v. 3, New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia, Virginia, West Virginia; v. 4, Michigan, Indiana, Ohio and Kentucky; v. 5, Illinois, Iowa, Minnesota, Missouri, Wisconsin; v. 6, The Southeastern states; v. 7, Montana, Wyoming, Colorado, New Mexico, Texas, North and South Dakota,

Nebraska, Kansas Oklahoma, Arkansas, Louisiana; v. 8, California, Nevada, Utah, Arizona; v. 9, Washington, Oregon, Idaho, British Columbia. maps tabs. O c. N. Y., Automobile Blue Book Pub., 243 W. 39th St. leath. ea. \$3

Barton, George

The ambassador's trunk; w. by Charles E. Meister. 310 p. col. front. pls. D Bost., Page Co. \$1.50

Tale of mystery and adventure.

Bennett, G. Vernon

The junior high school. 16+224 p. O c. Balt., Warwick & York, 10 E. Centre St. \$1.25

Bond, Alexander Russell

Inventions of the great war. 14+344 p. il. pls. chart diagr. D c. '18-'19 N. Y., Century Co. \$1.75

Story of the inventions of the great war told in popular form. Index. Author is managing editor of the *Scientific American*.

Boorman, W. R.

Living together as boys; twenty-eight studies for boys on ideals of community life. 106 p. Tt N. Y., Assn. Press pap. 35 c.

Boyns, R. E.

A grass widow. 276 p. S San Francisco, H. Wagner Pub. \$1.50 n.

Story of a school teacher in a small community.

Burger, W. H.

Boy behavior. 9+110 p. S (Boy life ser.) c. N. Y., Assn. Press 90 c.

Non-technical presentation of the results of modern psychological research as applied to work with boys.

Carey, Walter J.

What it means to be a churchman. 51 p. D N. Y., Macmillan 75 c.

American Academy of Arts and Letters

The world war. 90 p. Q c. N. Y., Am. Academy of Arts and Letters, 347 Madison Ave. (priv. pr.)

Blackburn, Mrs. Juditha

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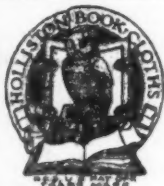
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 Fitzpatrick, Coming Conflict of Nations.

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 Simpson, Lectures on Preaching, 1879.
 Crosby, The Christian Preacher, 1880.
 Robinson, Lectures on Preaching, 1883.
 Brown, Puritan Preaching in England, 1900.
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 Columbia Univ. Quarterly, 1915, March, Sept., 1916, March, June, Sept., Dec., 1917, March, June, Sept., 1918, Jan., April, July, Oct., 1919, Jan., April.
 Amer. Acad. Pol. and Soc. Science, Annals of, 1914, Sept.; 1915, July, Sept.; 1916, March, July, Sept., Nov.; 1917, Jan., July, Nov.; 1918, Jan., March, July, Sept., Nov.; 1919, Jan. Mch., May.
 Amer. Jl. of Int. Law, 1914, Oct. and Supp.; 1915, Jan., April, July, Oct. and Supp.; 1916-1918, Complete with Supps.; 1919, Jan.
 Atlantic Monthly, 1914, Oct. and Nov., Dec.; 1915-1918, 1919, Jan. to June.
 World Court, vols. 1, vol. 2, nos. 1-4, vol. 3, no. 7.
 McClellan, Vindication of Milv. Career, Campbell.
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 Pike, Barren Grounds of Northern Canada.
 Amer. Hist. Assn. Annual Repts., 1890, 1907, vol. 2, pt. 2, 1912 to date; also 1914, vol. 2, 1916 to date.
 Jackson, Const. of Ind. States of Amer., 1783.
 Overland Monthly, 1868, Jan.-June, Sept.; 1875, April, Aug., Oct.-Dec.; 1883, Jan.-June; 1884, April, July, Aug., Sept., Dec.; 1885, March, April, May, Sept.; 1913, Nov., Dec.; 1914, Jan., Feb., June, Nov.
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 Murdock, Harold, Life of Sir Wm. Kucaldy of Grange.

Murdock, Harold, Notes from a County Library.

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 Memoirs of Mistral, tr. by C. E. Maud.
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 vol. 1.

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 Poets and Poetry of the West, Columbus, 1860.
 Poems of George Pelleu, Boston, 1872.


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 A. L. A. Portrait Index.
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 Berkshire, Recoll. of, by Minot, 1891.

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 Cornhill Mag., vol. 49, p. 448.
 Evans, Old Ballads, 4 vols., 1810.
 Forbes, R. B., Reminisc., 3rd ed., rev. Bost., 1892.
 Frederick Co., Md., Hist. of, 2 vols.
 Goode, G. Brown, American Fishes.
 Haggard, H. Rider, Ayesha, N. Y., 1905.
 Harcourt, Sir W. Vernon, Letters by Historicus, 1863.
 Harper's Weekly, 1880, Anniv. Dorchester, Mass.
 Harvard Lampoon, Transcript Number.
 Jewett, F. G., Biog. Luther H. Gulick.
 Mitchell, S. Weir, first eds.
 Newport Hist. Mag., vols. 2-7, incl.
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 Whitefield, Homes of Forefathers, any vols.
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Lynch, Naturalization and Citizenship, Lynch?, Phila.
Wilkins, The Alien Invasion, Scribner.
Adams, The History of Japan from the Earliest Period, etc., London, 1874, 2 vols.
Baba, Japan, 1853-1864. tr. Satow, Tokio, 1906.
Black, Young Japan, Yokohama and Yedo, etc., London, 1880, 2 vols.
Griffis, Townshend Harris, First American Envoy to Japan, Houghton, 1895.

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Lachlan, Elementary Treatise on Modern Pure Geometry.
Satoh, Agitated Japan, The Life of Baron I: Kamon-no-Kami Naosuke, Tokio, 1896.
Satoh, Lord Hotta, the Pioneer Diplomat of Japan, 2d ed., Tokio, 1908. 4
Yamaguchi, History of Japan, from the First Visit of Com. Perry, etc., Tokio, 1906.

University of Oregon Library, Eugene, Oregon

Indiana University, Second Annual Conference on Educational Measurements.
Harper's Weekly, vols. 36 to 44.
Mitchell, J. A., Pines of Lory.
Temple, Survey of Kindergartens of Richmond, Va.
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Jones, Economic Crises.
Travel for Jan., 1918.
Correspondence set of Textbooks on Electrical Engineering, late edition.
National Geographic Magazine, 1918, November and December.

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Klar, Technologie der Holzverkohlung, Ber., Springer, 1910.

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